

APPROVED AUCTIONEER CONTINUING EDUCATION COURSES

SPONSOR	COURSE TITLE	HOURS	APPROVED INSTRUCTORS
@Home Prep 900 E Hill Ave Suite 380 Knoxville, TN 37915 800-952-0910 www.athomeprep.com	Auctioneer Contracts Auctioneer Ethical & Professional Conduct – WI Laws Federal & WI Laws Relating to Auctioneering Maintenance of Records & Trust Accounts – WI Laws	3 (DE)* 3 (DE)* 3 (DE)* 3 (DE)*	Ed Stallings
CORNERSTONE-EDU.COM 343 N Edgewood La Grange Park, IL 60526 847-867-2165 www.cornerstone-edu.com	Auctioneer Ethical & Professional Conduct – WI Laws Ethics and the Professional Auctioneer Facebook & the Professional Auctioneer Negotiation Skills Selling to Millennials for Wisconsin Using Storytelling Marketing Techniques in the Auction – Part 1 Using Storytelling Marketing Techniques in the Auction – Part 2 You Tube & Your Auction Business	3 (DE)* 3 (DE) 3 (DE) 3 (DE) 3 (DE) 3 (DE) 3 (DE)	James Drury
Nashville Auction School LLC 112 W Lauderdale St Tullahoma, TN 37388 931-393-4735 800-543-7061 nas@learntoauction.com	Advertising Auctioneer Ethical & Professional Conduct – WI Laws Ethics and Escrow Maintenance of Records & Trust Accounts – WI Laws Post Auction: How we Handle Money, Taxes & Data Federal & WI Laws Relating to Auctioneering UCC & Contracts Commercial Auctions – Practice & Legal Requirements Industrial Auctions: 2013 & Beyond Public Relations, Professionalism & Personal Presentation State Specific Comparative Auction Law	3 3 4 (DE)* 3 3 3 3 3	Wendall Hanson John Schultz Garth Burdette Wilber
Professional Auctioneer Continuing Education LLC (PACE) 722 Links Dr	Agricultural Auctions – Practice & Legal Requirements Selling Livestock at Auction Appraisals	3 (DE)* 3 (DE)*	Gerald Andrews Amy Buchs Kevin Bunte

<p>Poynette, WI 53955 608-635-4317</p>	Auctioneer Ethical & Professional Conduct – WI Laws	3 (DE)*	Justin Hall
	Commercial Auctions – Practice & Legal Requirements	3 (DE)*	Otis Holley
	Antiques & Collectibles at Auction		Darron Meares
	Conducting Benefit Auctions	3 (DE)*	Charles Pearson
	Federal & WI Laws Relating to Auctioneering – Is Your Worker an Employee or Independent Contractor in the Eyes of the Law?	3 (DE)*	Julie Phelps
	Federal & WI Laws Relating to Auctioneering – Laws & Regulations Enforced by the U.S. Fish & Wildlife Service	3 (DE)*	J. Stephen Proffitt III
	Federal & WI Laws Relating to Auctioneering – Sales & Use Tax	3 (DE)*	Wade Schoneck
	Federal & WI Laws Relating to Auctioneering – Selling Firearms at Auction	3 (DE)*	David Schroud
	Federal & WI Laws Relating to Auctioneering – Selling Licensed Vehicles at Auction	3 (DE)*	Virgil Straeter
	Federal & WI Laws Relating to Auctioneering – The Law of Contracts with Emphasis on Auction Contracts	3 (DE)*	Carl Theorin
	Federal & WI Laws Relating to Auctioneering – UCC Contracts to Warranties...What Auctioneers Must Know	3 (DE)*	Allen Van Dyke
	Federal & WI Laws Relating to Auctioneering – UCC, Sherman Act, ADA, Bankruptcy, IRS, No Call Lists	3 (DE)*	Lyle Wanless
	Federal & WI Laws Relating to Auctioneering – WI Auction Administrative Rules	3 (DE)*	Scott Werlein
	Internet Auctions	3 (DE)*	Vernum Wildermuth
	Maintenance of Records & Trust Accounts – WI Laws	3 (DE)*	Maxine D. O’Brien
	Real Estate Auctions – Practice & Legal Requirements	3 (DE)*	
	Setting Up Your Sound Equipment to Save Your Voice	3 (DE)*	
	Succession Planning for Auctioneers	3	
	Technology Internet, ProxiBid, Etc	3 (DE)*	
<p>Southwest Wisconsin Technical College 1800 Bronson Blvd</p>	Agricultural Auctions – Practice and Legal Requirements	3	Mark Randall
	Auctioneer Ethical & Professional Conduct – WI Laws	3	
	Federal and Wisconsin Laws Related to Auctioneering	3	
	Real Estate Auctions – Practice and Legal Requirements	3	

Fennimore, WI 53809 (608) 822-2435			
Western Technical College 400 7 th Street North La Crosse, WI 54601 (608) 785-9232	Auctioneer Ethical & Professional Conduct – WI Laws Federal and Wisconsin Laws Related to Auctioneering Maintenance of Records and Trust Accounts – WI Laws Real Estate Auctions – Practice and Legal Requirements	3 3 3 3	Randy Frye
Wisconsin Auction Institute S4537 Mirror Lake Road Baraboo, WI 53913 (608) 558-5041	Agricultural Auctions Business Buyouts, Business Transfer & Wealth Building Techniques for the Auctioneer Ethics & Professional Conduct Insurance Coverage for the Auctioneer Internet Auctions Lights, Camera, Auction Maintenance of Records & Trust Accounts Other Federal & WI Laws Pertaining to Auctioneers- Independent Contractors To Be or Not to Be Rules & Regulations (includes panel presentation with question/answer sessions from ATF; DOR; DOT & DSPS) Selling Firearms at Auction Selling Real Estate at Auction The Three Stages of a Benefit Auction	3 3 3 3 3 3 3 3 6 3 3 3 3	Johnel Beland Mike Brandly Jeffrey Hines Curtis Kramer Carol Knoebel Miller David Koning Timothy Miller Christie Ray Scott Shuman Timothy Slack Sterling Strathe Scott Werlein

*Also approved for Distance Education

1/2018